

## Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 228420  
ORIGIN EB-08

INFO OCT-01 EA-10 ISO-00 XMB-02 COME-00 /021 R

DRAFTED BY EB/OA/AVP:GGRIFFITHS:SP

APPROVED BY EB/OA:MHSTYLES

EB/OA/AVP:AJWHITE

EA/TIMBS:TROBINSON

-----045699 090152Z /66

P 082203Z SEP 78

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA PRIORITY

LIMITED OFFICIAL USE STATE 228420

E.O. 11652: N/A

TAGS: EAIR, ID

SUBJECT: LOCKHEED L-100

REF: A) STATE 221640 B) JAKARTA 11967

1. LOCKHEED INFORMED DEPARTMENT SEPTEMBER 8 THAT IT HAS JUST RECEIVED TELEX FROM INDONESIAN DGCA REFERRING TO THE GOI LETTER OF INTENT CITED REF A, AND REQUESTING LOCKHEED TO SEND QUOTE AN AUTHORIZED OFFICIAL TO COMMENCE DISCUSSIONS WITH THE GOVERNMENT UNQUOTE.

LOCKHEED VIEWS THIS TELEX AS A POSITIVE STEP IN THE RIGHT DIRECTION, BUT STILL SHORT OF AN INVITATION TO SEND A FORMAL CONTRACT NEGOTIATING TEAM TO INDONESIA.

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2. ACCORDINGLY, LOCKHEED OFFICIALS HARRISON AND E. J. SHOCKLEY, DIRECTOR OF MARKETING, PLAN DEPART FOR INDONESIA SEPTEMBER 21; EXPECT ARRIVE INDONESIA SEPTEMBER 24 AND BEGIN DISCUSSIONS SEPTEMBER 25. LOCKHEED DOES NOT PLAN AT THIS TIME TO HAVE A CONTRACTS OFFICIAL ACCOMPANY HARRISON AND SHOCKLEY. LOCKHEED NEEDS UNTIL 21ST TO COMPLETE TECHNICAL PLANS RELATING TO GOI DESIRED CHANGE IN DOOR TO THE DASH-30. IN ADDITION, LOCKHEED HOPES TO HAVE EXIMBANK DECISION ON PRELIMINARY COMMITMENT FOR FINANCING

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24 AND BEGIN DISCUSSIONS SEPTEMBER 25. LOCKHEED DOES NOT PLAN AT THIS TIME TO HAVE A CONTRACTS OFFICIAL ACCOMPANY HARRISON AND SHOCKLEY. LOCKHEED NEEDS UNTIL 21ST TO COMPLETE TECHNICAL PLANS RELATING TO GOI DESIRED CHANGE IN DOOR TO THE DASH-30. IN ADDITION, LOCKHEED HOPES TO HAVE EXIMBANK DECISION ON PRELIMINARY COMMITMENT FOR FINANCING

BEFORE 21ST. CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, COMMERCIAL AIRCRAFT, MEETINGS  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE228420  
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**Drafter:** GGRIFITHS:SP  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 221640, 78 JAKARTA 11967  
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**TAGS:** EAIR, ID, LOCKHEED  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014